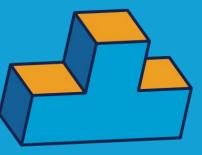
WEBINAR SERIES

PROVIDER DATA to Power VBC & Payer Strategies

Provider Metrics That Matter: How to Accurately Assess Performance in Value-based Care





Our Panelists



Chris Lester VP of Analytics and Chief Analytics Officer VP, Product Strategy & Analytics



Ph.D., University of Pennsylvania BS, Duke University

BS, Hobart and William Smith Colleges MA, Northwestern

Jacob Hochberg



Jake Woods Executive Director, ACO

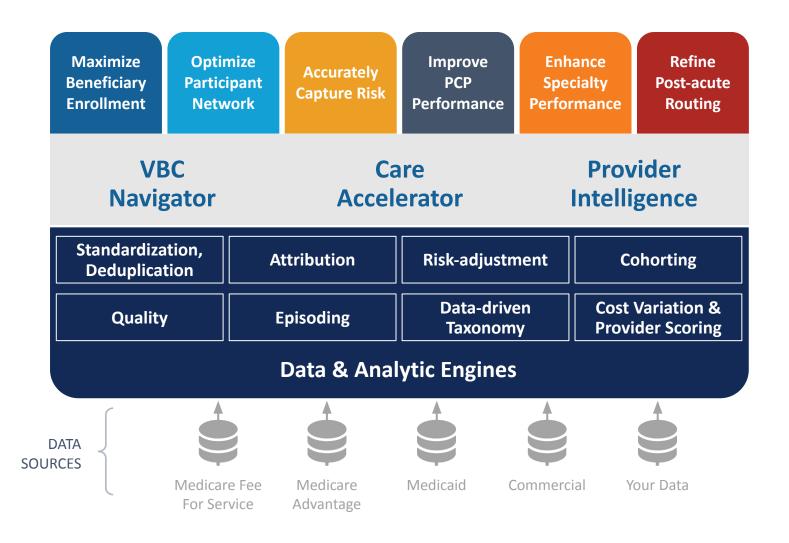
PSW

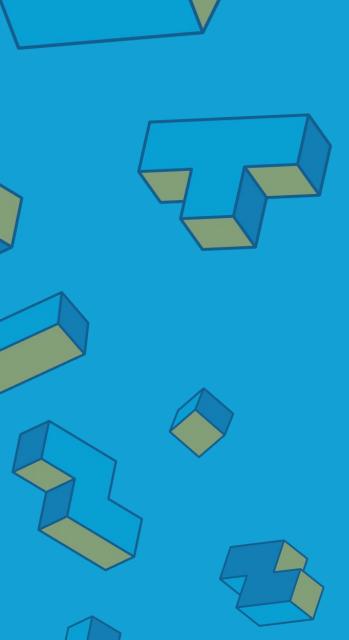
BA, University of Washington

Introducing CareJourney: Now Part of ARCADIA®

Adding cost, quality, and benchmark insights to next-generation data platform, analytics, and workflow tools

Learn more





Introducing

PSW ≱►

a population health company



PSW Overview



- > Founded in 1995 by independent physicians.
- Guiding principle of supporting the physicianpatient relationship to improve quality of care.
- Enable providers to take a proactive approach to their patient's overall wellbeing.
- Today, PSW's portfolio includes payer operations, accountable care models and advisory and management solutions.
- More than 400k member lives across the country spanning hospital systems, payers, vendors, and provider practices.

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Risk Management Solutions

Delegated Services

Suite of capabilities to support risk and non-risk payor arrangements that will delegate all or a portion of operations required to manage a population

Population Health Analytics

Leveraging business intelligence insights with population health services to deliver actionable results

Care Management Services

Comprehensive and integrated solutions to improve clinical patient outcomes in value-based models



Evolution of Value Based Care

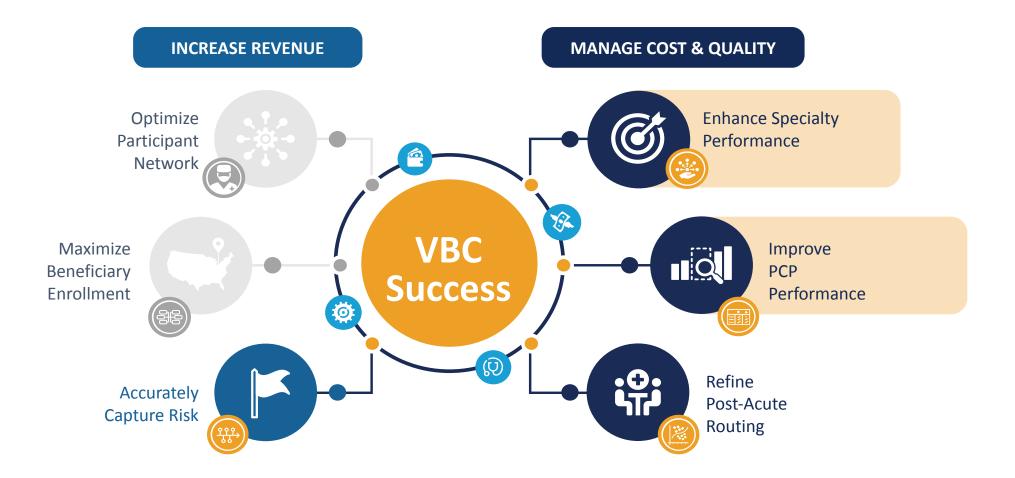
Original keys to VBC success have evolved



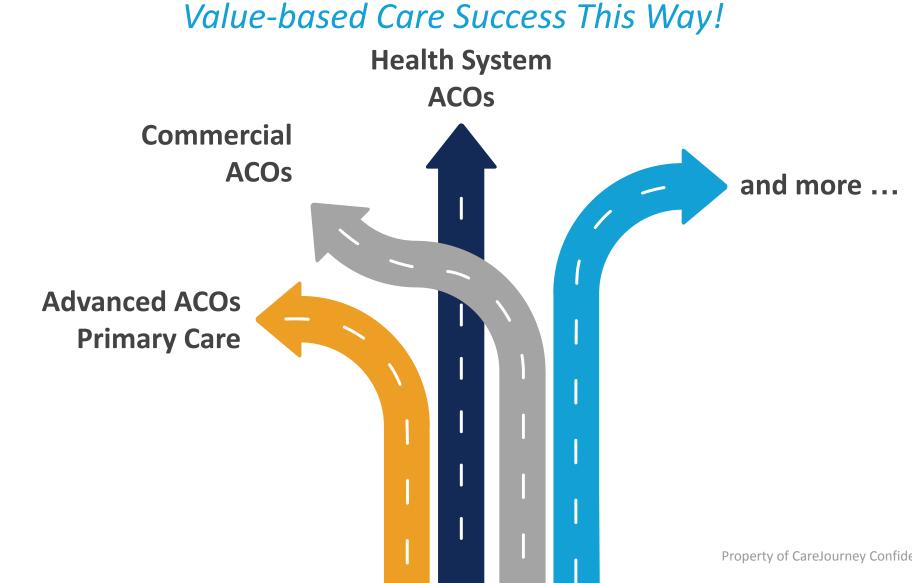
Common Traps: Focusing only on PCPs. Applying one size fits all approach. Failing to incorporate clinical nuance.

Success Requires Focus On Other Drivers Too

Rosters lock in September, but room to address variability



Successful Path Depends on Context



Provider Data Guiding Principles

Successful VBCs are using data that is:

 Comprehensive & Granular

Utilizing the most robust data possible and allowing for drills into the details to establish confidence.

2. Rigorous & Open

Comparing current performance against benchmarks for open quality measures, patient stratification, risk, and more...

Accessible

3.

Integrating easily across a variety of endpoints and use cases.

An Episode Approach to Provider Performance

Capturing full patient journey from trigger and subsequent care

Episode Name	Number of Episodes	Cost Score	Average Observed Cost	Average Expected Cost	Adjusted O/E Ratio	Average Observed vs Expected Cost
Injection For Back Pain	139	5/5	\$535	\$889	0.60	d.
Fracture/dislocation Treatment Pelvis/hip/femur	21	4/5	\$27,071	\$29,650	0.96	
Spinal Fusion	19	4/5	\$21,693	\$24,404	0.95	

Impactable
Episode
Variation

•	250+ condition and treatment episodes

- **Risk-adjustment** using hundreds of factors
- **Observed** to **expected** performance comparisons
- High level performance scores, as well as underlying components
- Drill downs into episode specific utilization

Understanding Where to Focus: Cardiology Example

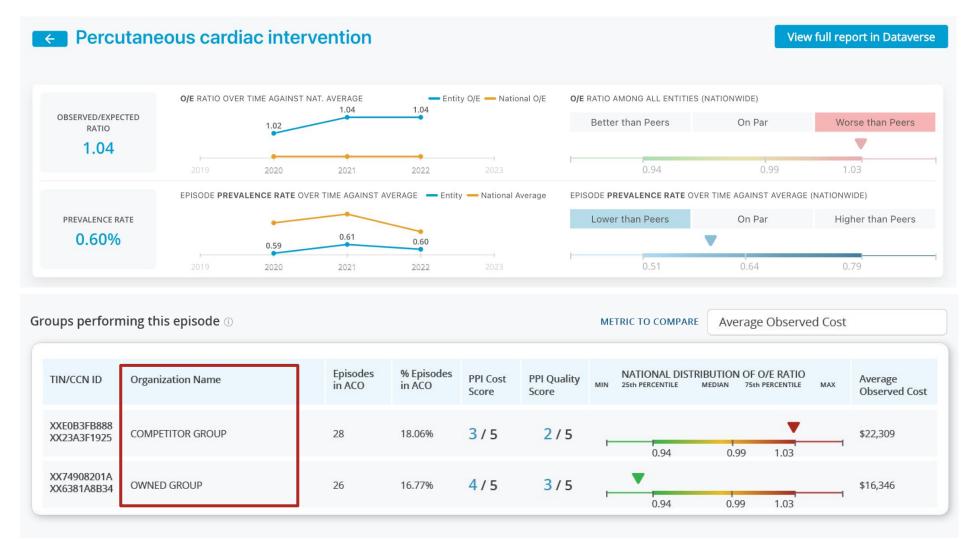
APM Entity ID: X2314 Gleichner Group Health Partners

Participating APM: MSSP Modeled As: MSSP - Prospective Provider Role Name: ACO Episode type: Procedural

Most Relevant Episodes	Number of Episodes	Prevalence Rate	Average Observed Cost	O/E Ratio	NATIONAL DISTRIBUTION OF O/E RATIO MIN 25th PERCENTILE MEDIAN 75th PERCENTILE M	Opportunity ()
Cardiac Catheterization	238	0.93%	\$4,308	0.93	0.92 0.99 1.07	\$11,724 >
Percutaneous Cardiac Intervention	155	0.60%	\$21,989	1.04	0.94 0.99 1.03	┪ \$336.241 〉
mplantation Of Cardiac Pacemaker Or Defibrilator	122	0.48%	\$24,492	1.07	0.95 0.99 1.02	\$328,794 >
Surgery To Restore Blood Flow To The Leg	68	0.27%	\$16,016	1.02	0.9 0.96 1.04	\$125,509 >
Replacement Or Revision Of A Pacemaker	62	0.24%	\$18,729	1	0.96 0.98 1.02	\$48,949

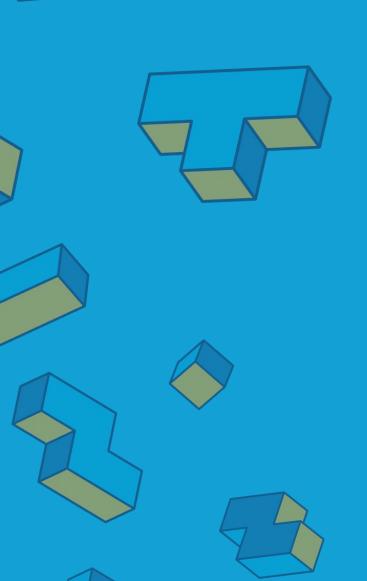
Taking Action on a Particular Episode of Care: PCI

Opportunity exists to move volume from an out-of-network provider



Drilling in to Provider Performance

Avg Observed : Expected Costs for IP Percutaneous Cardiac Intervention Episodes CBSA: San Antonio-New Braunfels, TX (Medicare FFS; 2020-2022) 5,000 10,000 15,000 20,000 25,000 Obs Exp Obs Exp Unplanned Obs readmissions All Exp drive high costs Groups in the Obs Market Exp Obs Exp Obs Exp Index Facility Index Prof. E&M ER & Ambulance Unplanned Readmission Planned Readmission IRF/LTCH OP Procedure SNF HHA DME Imaging & Tests Other



Provider Data + Value-based Care In Real Life

Tips To Apply To Your ACO

Crowdsourcing what's worked well for other VBCs



Test Drive CareJourney by Arcadia Performance Data

For an ACO or TIN of interest, identify top specialty performance areas

To coordinate your ACO or TIN of interest, type "YES" into the chat and we will reach out.

\$

OPPORTUNITY: ① • 25th percentile 50th percentile View full report								t in Dataverse		
Opportunitie	s by Clinical Ca	ategory								 N
Endocrine/me diseases Total Episodes:	9,952	Circulatory sy diseases Total Episodes:	8,800	Musculoskele diseases Total Episodes:	7,169	Skin/subcu diseases Total Episode	es: 4,299	GU system dise Total Episodes:	3,494	Eye and adne Total Episodes:
Opportunity	\$1,648,519	Opportunity	\$3,749,478	Opportunity	\$2,617,796	Opportunity	\$210,505	Opportunity	\$830,431	Opportunity
Episode type: 0	Conditions									
Most Relevant	Episodes	Numbe Episod		nce Average Cost	Observed O/	E Ratio MI		RIBUTION OF O/E RAT MEDIAN 75TH PERCEN		Opportunity 🕕
Chronic High	Blood Pressure	5,116	40.39%	\$1,051	0.9	17	0.79	0.97 1.19	(\$1,042,520 >
Coronary Arte	ery Disease	857	6.77%	\$2,124	1.0	17	0.73	0.95 1.2	i	\$578,231 >
Atrial Fibrillat	ion And Atrial Flutt	er 732	5.78%	\$4,251	1.0	16	0.77	0.96 1.19	i	\$855,321 >

CONTINUE TO LEARN WITH US

UPCOMING WEBINAR

Identify Gold-Standard Data:

A Guide to Performance Data in Payer Network Tiering + Provider Directories

JULY 30 | <u>Register here</u>

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